



KAWARTHA LAND TRUST

Protecting the land you love.

Kawartha Land Trust's Hammer Family Nature Preserve:

Request for Expressions of Interest (EOI) for the Use of the Lodge and Buildings

November 2024



Photo: Historic 15-bedroom lodge located on Sandy Point at KLT's Hammer Family Nature Preserve (KLT).

1. Introduction

This request for Expressions of Interest (EOIs) is an invitation to First Nations, organizations, agencies, groups, and individuals to submit proposals for the use of the lodge and buildings at Kawartha Land Trust's (KLT) Hammer Family Nature Preserve located in the Municipality of Trent Lakes in Peterborough County.

At this time, KLT is seeking high-level expressions of interest from prospective partners regarding how they would propose using the buildings on the property. KLT is especially interested in proposals that ensure the buildings will be used in a manner that will contribute toward a positive public outcome while integrating the use of the buildings with KLT's conservation objectives and projects on the property to the extent that that is possible.

After reviewing all applications, we will contact the most promising applicant(s) and give them exclusive right(s) to undertake a more in-depth analysis and plan.

1.1. Purpose of EOI

Since KLT's protection of the Hammer Family Nature Preserve in late 2023 and the announcement of the protection of the property in February 2024, we have invited First Nations, organizations, agencies, community groups, and individuals to visit the property and its buildings. After many promising conversations, we are now gathering written Expressions of Interest (EOIs) to help KLT select one or several of the most promising applications.

If you are interested in the potential use of one or more of the three buildings at KLT's Hammer Family Nature Preserve, please complete the Expression of Interest (EOI) and submit it to Thom Unrau by April 1, 2025.

The EOI will allow you to outline how you or your organization envisions using the lodge and/or buildings, your plan, needs from KLT as a partner, the outcome of your proposed use, alignment with KLT goals, and your organization's ability to integrate with KLT's needs on the property.

KLT's needs are to ensure that the conservation values of the property are maintained in perpetuity and that uses compatible with conservation (nature connection, passive recreation etc.) can occur.

Information submitted through the EOI will be used to help KLT staff and the Board of Directors determine which individuals and/or organization(s) KLT leases the lodge and buildings to.

1.2. Background Information

KLT's Hammer Family Nature Preserve (est. 2023) is a 1,412-acre nature reserve located along the shores of Pigeon Lake in the Municipality of Trent Lakes. The property was secured with the support of Environment and Climate Change Canada's (ECCC) Nature Smart Climate Solutions Fund (NSCSF), the Government of Ontario's Greenlands Conservation Partnership program, and private donors.

In addition to the significant ecological features of the property, the Hammer Family Nature Preserve includes three buildings (two houses and one 15-bedroom historic lodge). The buildings need various degrees of repair and renovation. The estimated costs of repairs and renovations to the lodge alone to bring it to a working institutional condition is \$1.8M-\$3.7M. The estimated costs of repairs and renovations to the cabin range from \$250k-\$870k.

KLT's plans for the Hammer Family Nature Preserve include ecological protection and land-based learning, regenerative agriculture, restoration of rare ecosystems, and outdoor recreation opportunities compatible with conservation. To the extent possible, we hope that a long-term partnership with an organization or organizations for the use of the buildings can participate collaboratively with these ongoing activities on the Preserve.

Appendix available upon request:

- Summary of Opportunities on KLT's Hammer Family Nature Preserve (PDF)
- Phase 1 Building Assessment Cost to Upgrade Lodge and Other Buildings on KLT's Hammer Family Nature Preserve (PDF)
- Summary of the assets, liabilities, and constraints of KLT's Hammer Family Nature Preserve (PDF)

1.3. Scope of Opportunity

KLT is open to considering a variety of Expressions of Interest proposed by First Nations, organizations, agencies, and/or individuals that wish to use the lodge and/ or the buildings.

Ultimately, the best opportunity for KLT, and the broadest scope for consideration, is that a well-established organization takes on a long-term (decades-long) triple net lease of the lodge and/or part of the buildings and independently takes on the capital investments to support the required renovations and operation of the buildings.

While the aforementioned scenario would be the most optimal for KLT, we would also like to hear from organizations that would like to propose narrower scopes of use of the buildings, including:

- Use of part of the lodge
- Use of a part of one of the two buildings
- Organizations that do not have the capacity to make all capital investments for renovation

KLT also recognizes that some organizations may have needs for the land surrounding the buildings or uses that involve the larger property. As long as these needs are compatible with conservation, we hope to manage and care for the property in a collaborative manner so that the land and other built assets beyond the lodge and buildings host mutually beneficial programs and uses. Activities incompatible with conservation will not be considered.

KLT is seeking long-term arrangements (10 years or more), not single year or short-term proposals.

2. EOI Instructions

2.1. Eligible Organizations

The following are eligible to submit Expressions of Interest:

- Williams Treaties First Nations
- Federal, provincial, or municipal government organizations
- Not-for-profit organizations
- Registered charities
- Academic institutions
- For-profit businesses

KLT is also open to hearing from individuals who are working to convene partner organizations and/or start a business, or other situations where a lead legal entity is not established yet. For example, if a group of academic organizations have a mutually agreed upon need, but a lead institution has not been decided upon yet, we encourage you to submit your EOI for consideration. Another example might be a person with a business interest that has not been incorporated yet who would like to submit an EOI for use of the lodge.

2.2. General Instructions

Please contact KLT before you start working on your Expression of Interest. Thom Unrau, Director of Community Conservation and Project Lead (contact details at the end of this document), can assist with answering any questions you may have and arrange for a visit to the Hammer Family Nature Preserve and buildings if desired.

Proposals do not need to be fully developed for the EOI. However, please provide as much information as you have to date and provide clarity in sections or on items where there is not enough information to share.

2.3. Changes and Non-binding Nature

Your Expression of Interest will be used for informational purposes only and is not to be construed in any way as a contract or commitment by either organization.

Binding agreements will be awarded in Phase Two of the Expression of Interest process (see section 2.6)

2.4. Structure of EOI

Please use the following template as the structure for your Expression of Interest. The bullet points under each section are items to consider addressing in your EOI. There is no word count — write as much or as little as you feel is appropriate for each section. You may add additional supporting documents as needed.

A. First Nation, Organization, Agency, Group, or Individual Profile

- Name
- Description/About
- Website URL
- Social media handles (if any)

B. Description of Proposed Use of the Buildings, Building, or Part of a Building

- How will you use the lodge, buildings, building, or part of a building? Who is it for? What is the financial case? What is the benefit?
- Does your organization propose using all of the buildings, one of them, or part of a building?
- Does your organization propose using the buildings, or a building all calendar year or seasonally?

C. Terms and Scope of Use

- What building(s) or space in one or more buildings do you propose using?
- Are your space needs flexible?
- What are your proposed terms of use (e.g., Do you expect a triple net lease whereby your organization pays all fees and assumes all operational renovations and management costs, or a collaboration where KLT or another organization needs to invest in the building(s) and your organization would propose using a portion of the space?
- What is the minimum length of time (years, months) your organization needs to be viable for your proposal?
- Based on your responses above, what would be your ideal anticipated start date for capital investments and/or organization/program start date?

D. Renovation Needs

- What investments do you expect to make in the renovation of the buildings or one of the buildings?
- Could your proposed use maintain the heritage value of the building(s)?

E. Exclusivity vs Collaboration

- Describe how or if your proposed uses of the buildings, or a building, create an exclusive use of land around the building (on the point of land, accessed via the driveway), limiting KLT's options for programming.

OR if your proposed use of the buildings, or building, and the immediate surrounding land

could integrate with proposed KLT activities (e.g., inviting groups to the forest and water next to the buildings for recreational, educational, and research events, hosting Indigenous ceremony, hosting ecological farming organizations, demonstrations of restoration projects, and community participation in nature stewardship).

F. Readiness / Timeliness

- What do you need from KLT in 2025, informational or otherwise, in order to further investigate the feasibility of your proposal?*
- Does your team have the capacity in 2025 to further develop your proposal if you are one of the chosen candidates? Describe what you expect to do with regard to your proposal in 2025 and who is on your proposal team.*

G. Organizational Experience

- Describe your organization's experience taking on larger-scale, collaborative projects?*

H. Conservation Integration

- How does your project align with KLT's nature conservation and stewardship goals? KLT's Strategic Plan for 2023-2030 can be found at kawarthalandtrust.org/about/.*
- Would your proposed programming encourage or allow for the people using the building to learn about nature and/or deepen their connection with the land?*
- How does your proposal limit the ecological impact to the Hammer Family Nature Preserve?*

I. Commitment to Equity, Diversity, Inclusion, and Truth and Reconciliation with First Nations

- Does your proposed use of the buildings, or one of the buildings, provide community benefits to equity-deserving communities?*
- Does your proposed use of the buildings provide benefits to Williams Treaties First Nations? If so, please describe how. Do you have existing relationships with Williams Treaties First Nations that will inform your project?*

J. Primary Contact

- Primary contact name*
- Primary contact pronouns*
- Primary contact email*
- Primary contact phone number*

2.5. Evaluation Criteria

KLT has included our EOI evaluation criteria below. Each criteria item is written as a simple statement that describes a positive outcome for KLT. KLT reserves the right to change the criteria and/or prioritize projects based on factors not identified below.

Terms of Use

- Proposed use is for the long-term operation of the entire lodge: 10*
- The applicant organization can cover all renovation costs: 10*
- Proposed use covers KLT's property taxes (associated with the buildings), insurance costs, and provides income to KLT to support the organization's conservation and stewardship goals: 10*
- Proposed use does not require KLT to be involved in the regular operation of the lodge or buildings: 10*
- Proposed use does not require occupancy of all buildings, leaving some space in the lodge or house for other uses: 10*

Section total: 50

Alignment with KLT's Mission, Values, and Strategic Goals

- Proposed use will have a minor impact on the natural environment of Sandy Point: 10*
- Proposed use will provide benefits to Williams Treaties First Nations: 10*
- Proposed use is led by Williams Treaties First Nations or an entity serving their needs: 10*
- Proposed use benefits equity-deserving communities: 10*
- Proposed use is linked to nature connection, conservation, nature education, etc.: 10*

Section total: 50

Experience and Set Up for Success

- Organization is clearly experienced in raising funds and/or has funds available to support the proposal: 10*
- Organization is well established with strong governance 10*
- Experience with long-term operation of similar projects: 10*
- Proposal is well-developed and detailed: 10*

Section total: 40

Integration of Proposed Use with Other Property Plans

- Proposed use does not require exclusive use of Sandy Point: 10*
- The proposed use benefits and integrates with other programs by KLT: 10*
- Expected physical footprint on the land is low (i.e., no expansion of building footprint, traffic is limited): 10*

Section total: 30

Building Heritage Preservation

-Proposed use preserves historic features of the lodge: 10

Section total: 10

Total score (out of 180):

2.6. Schedule of Events

Phase 1: Expression of Interest

Nov 15, 2024: Announce EOI process.

April 1, 2025: Closure of EOI process.

Applications will be reviewed on a rolling basis. You will have more opportunities to receive feedback if you submit your EOI earlier in the process.

A committee of advisors will assist staff in determining possible successful applicant(s). KLT's Board will determine which applicant(s) move to Phase 2 of the consideration process.

Phase 2: Additional Research and Negotiation

March 28, 2025: Announcement of successful applicant(s).

KLT decides which EOI applicant(s) will be invited to further negotiation, feasibility studies, determining logistics, budgeting, etc.

During Phase 2, KLT will give the organization(s) with the most promising proposals, a first right of refusal, so that they can invest resources into planning without the risk of losing the space.

Phase 3 – Commitment

Commitments to a lease and other arrangements will be set in place by the beginning of 2026, or earlier if feasible.

2.7. Contact

Thom Unrau, Director of Community Conservation & Project Lead

tunrau@kawarthalandtrust.org

705-931-3712